



Small Business Development Centers

Guiding Montana Businesses to Success!

Technical Assistance Success Stories





The Montana SBDC Network works with hundreds of business owners to achieve their business goals.

Let's take a look at a few inspiring
SBDC success stories...





Billings SBDC: Stillwater Anglers

Inventory Management

Owner: Chris Fleck, Columbus MT

Industry: Retail – Fly and Tackle Inventory, Apparel

Challenge: Learning inventory management and marketing effectively

SBDC Counseling: Budgeting, Cash Flow Projections, Market Research & Business Planning

Economic Impact:

- 1 New Business Created**
- 1 New Job Created**
- Financing Received**

Billings SBDC: Stillwater Anglers





Billings SBDC: Gym Jay

Financing / Business Expansion

Owner: Jay Marschall aka "Coach Jay", Billings MT

Industry: Gym Facility / Fitness Training & Exercise Coaching

Challenge: Obtaining funding to purchase space for a gym

SBDC Counseling: Business Planning, Market Research, Loan Packaging

Economic Impact:

- 1 New Business Created**
- 4 New Jobs Created**
- Financing Received**

Billings SBDC: Gym Jay



Billings SBDC: Gym Jay



Bozeman SBDC: Rockford Coffee

Business Accounting



Owner: Ryan Wilson, Bozeman MT

Industry: Manufacturing & Retail/Service – Coffee Roaster/Wholesaler, Coffee Shop

Challenge: Opening a second location in Downtown Bozeman

SBDC Counseling: Accounting & Expansion Assistance

Economic Impact:	1 New Business Created
	6 New Jobs Created
	Financing Received

Bozeman SBDC: Rockford Coffee



Ryan and Kristin Wilson - Owners of Rockford Coffee

Bozeman SBDC: Rockford Coffee





Butte SBDC: Headframes Distillery

Financing Assistance

Owner: John and Courtney McKee, Butte MT

Industry: Manufacturing – Distillery / Spirits

Challenge: Turning a business dream into reality

SBDC Counseling: Financing, Business Planning

Economic Impact:

1 New Business Created

4 New Jobs Created

Financing Received

Butte SBDC: Headframes Distillery



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Butte SBDC: Headframes Distillery



Colstrip SBDC: Express Laundry Center

Planning & Finance



Owner:	Shane and Rebecca McKinney
Industry:	Services - Laundromat
Challenge:	Planning and developing a financing package to fund a business purchase and additional service
SBDC Counseling:	Business Planning, Financial Projections, Developing a financing package
Economic Impact:	Financing Received 1 New Business Created 1.5 jobs Created

Colstrip SBDC: Express Laundry Center



Colstrip SBDC: Express Laundry Center





Great Falls SBDC: The Blue Rose

Business Planning

Owner: Tracy Perry, Great Falls MT

Industry: Retail Clothing Store

Challenge: Launching initial stage of business development

SBDC Counseling: Business Planning, Marketing Analysis & Cash Flow Projections

Economic Impact:	1 New Business Created
	1 New Job Created
	Financing Received

Great Falls SBDC: The Blue Rose



Great Falls SBDC: The Blue Rose





Havre SBDC: Grateful Bread

Entrepreneurial Development

Owner: Rick Neuwerth, Havre MT

Industry: Service – Bakery & Sandwich Shop

Challenge: Turning a business dream into a business reality

SBDC Counseling: Entrepreneurial Development, Financing

Economic Impact:	1 New Business Created
	8 New Jobs Created
	Financing Received

Havre SBDC: Grateful Bread



Havre SBDC: Grateful Bread





Helena SBDC: Farcountry Press

Business Acquisition

Owner: Linda Netschert, Helena MT

Industry: Publishing

Challenge: Acquiring a division from Lee Enterprises, Fortune 1000 newspaper company

SBDC Counseling: Business Valuation, Acquisition Strategy, Financing Package

Economic Impact:

- 7.5 Jobs Created
- 8 Jobs Retained
- Financing Received

Helena SBDC: Farcountry Press

Business Acquisition



Helena SBDC: Farcountry Press

Business Acquisition





Kalispell SBDC: 5 Sparrows Café

Business Planning

Owner: Melanie and Andy Nelson, Flathead Valley MT

Industry: Service/Retail & Manufacturing – Café Beverages & Coffee Shop

Challenge: Developing a solid business plan

SBDC Counseling: Business Planning, Budgeting, Cash Flow Statements, Marketing Plan

Economic Impact:

- 1 New Business Created**
- 1 New Job Created**
- Financing in Progress**

Kalispell SBDC: 5 Sparrows Café

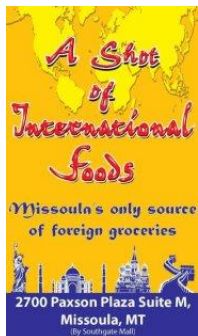


Kalispell SBDC: 5 Sparrows Café



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Missoula SBDC: A Shot of International *Financing*

Owner: Ashot Oganessian, Missoula MT

Industry: Retail – International Grocery Store

Challenge: Acquiring financing to grow inventory in order to meet demand

SBDC Counseling: Business Planning, Cash Flow Projections, Marketing Strategy

Economic Impact:	1 New Business Created
	2 New Jobs Created
	Financing Received

Missoula SBDC: A Shot of International



Missoula SBDC: A Shot of International





Wolf Point SBDC: Midland Lumber

Buying & Selling a Business

Owner: Lyle and Meridel Kassner, Circle MT

Industry: Retail – Lumber, Paint & Hardware

Challenge: Getting supplies at a price that competes with larger retailers; building a loyal customer base

SBDC Counseling: Budgeting, Cash Flow Projections, Business Planning

Economic Impact:

Business Sold

3 Jobs Retained